51854 1428

Winston Select B1G1F Allocation Usage

New Jersey Region **Updated: 8/25/93**

	Promotion 306 June 6 to July 30			Promotion 307 Aug. 2 to Sept. 30			Promotion 308			TOTAL PROGRAM		
	Alloc.	Remain.	% Used	Alloc.	Remain.	% Used	Alloc.	Remain.	% Used	Alloc.	Remain.	% Used
Full Flavor	510	0	100%	694	323	54%				1204	323	73%
F/F Box	485	0	100%	718	308	57%				1203	308	75%
				July 12 to Aug.13			Aug. 2 to Sept. 30					
Light 100				448	65	86%	602	547	9%	1050	612	42%
Slim				373	96	83%	259	197	24%	632	293	54%
Lights				623	190	70%	843	735	13%	1466	925	37%
Light Box				504	55	89%	682	613	10%	1186	668	44%
Totals	**995**	**0**	**100%**	**3360**	**1037**	**69%**	**2386**	**2092**	**13%**	**6741**	**3129**	**54%**

Recap 7 xls.

Source: https://www.industrydocuments.ucsf.edu/docs/frjn0000

New Jersey Region

"Winston Summer Promotions"

Winston Select Case Shipments

Week ending	1222	1226	1228	1230	1232	1200	% increase vs.
Ave. wk / 2nd qtr.	16 cs.	8 cs.	14 cs.	8 cs.	10 cs.	55 cs.	2nd qtr. ave. wk.
B1G1F wk.1 / 7-2-93	6	38	35	84	14	177	(+ 222%)
B1G1F wk.2 / 7-9-93	66	13	15	49	45	180	(+229%)
B1G1F wk.3 / 7-16-93	280	106	218	255	106	964	(+1613%)
B1G1F wk.4 / 7-23-93	135	33	158	39	40	405	(+736%)
B1G1F wk.5/ 7-30-93	130	34	135	48	40	386	(+701%)
B1G1F wk.6 / 8/6/93	57	15	2	1	9	74	(+134%)
B1G1F wk.7 /8/13/93	37	71	127	148	47	430	(+781%)
B1G!F wk.7 / 8/13/93	87	78	86	93	109	453	(+799%)
Total Cases	**798**	**388**	**776**	**717**	**410**	**3069**	**(+691% to date)**

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